



STATE OF TENNESSEE
DEPARTMENT OF GENERAL SERVICES

REQUEST FOR PROPOSALS # 529/000-06-2015
AMENDMENT # One
FOR Value Added Reseller (VAR) Master Contracts

DATE: December 16, 2015

RFP SBC NUMBER 529/000-06-2015 IS AMENDED AS FOLLOWS:

1. This RFP Schedule of Events updates and confirms scheduled RFP dates.

EVENT	TIME (Central Time)	DATE	UPDATED / CONFIRMED
1 RFP Issued		November 18, 2015	Confirmed
2 Disability Accommodation Request Deadline		November 20, 2015	Confirmed
3 Pre-response Conference	9:00 a.m.	December 2, 2015	Confirmed
4 Notice of Intent to Respond Deadline		December 3, 2015	Confirmed
5 Written "Questions & Comments" Deadline	2:00 p.m.	December 9, 2015	Confirmed
6 State Response to Written "Questions & Comments"		December 16, 2015	Confirmed
7 Response Deadline	2:00 p.m.	January 6, 2016	Confirmed
8 State Completion of Technical Response Evaluations		January 12, 2016	Confirmed
9 State Opening & Scoring of Cost Proposals		January 13, 2016	Confirmed
10 State Notice of Intent to Award Released <u>and</u> RFP Files Opened for Public Inspection		January 14, 2016	Confirmed
11 Executive Sub-Committee of the State Building Commission Approval Sought		January 25, 2016	Confirmed
12 State sends contract to Contractor for signature		January 25, 2016	Confirmed
13 Contractor Signature Deadline		February 1, 2016	Confirmed

2. State responses to questions and comments in the table below amend and clarify this RFP.

Any restatement of RFP text in the Question/Comment column shall NOT be construed as a change in the actual wording of the RFP document.

QUESTION / COMMENT	STATE RESPONSE
<p>1 Section 4.4 - At what stage is a sub-contractor approved. Is this approved during the RFP acceptance stage or at SFC formulation?</p>	<p>A sub-contractor must be approved by the State prior to a VAR sub-contracting any work that is assigned to them under a Short Form Contract with the State (See Pro Forma Contract, Section D.5). If a proposer desires that the capabilities and experience of a subcontractor that the proposer intends to use if awarded a contract be evaluated and approved as part of a proposer's technical response, such information should be provided in response to the RFP, especially in response to the questions in RFP Attachment 6.2, Section B.4 and Section C.</p>
<p>2 Section 4.6.3 - Can a contractor with a license limit of \$500K not bid on this RFP due to the \$5M requirement? If the VAR is affiliated with a contractor with a \$5M license limit, does this affiliation qualify for the RFP response?</p>	<p>A contractor with a license limit of \$500K cannot bid on this RFP due to the \$5m requirement.</p> <p>An "affiliation" does not qualify for the RFP response. However, if a VAR desires to propose as a Joint Venture, please refer to the requirements of RFP Section 4.10 to propose as such.</p>
<p>3 After the 1-year warranty period is reached, what are the on-going responsibilities of the VAR to maintain to the original specifications?</p>	<p>There are no ongoing responsibilities beyond the one year warranty period in this contract.</p>
<p>4 Will there be an opportunity for a maintenance contract(s)?</p>	<p>Opportunities for maintenance contracts do not exist within this procurement. Maintenance service agreements could be procured separately on an Agency or facility basis.</p>
<p>5 What if any, is the bill process for adjustments after the first 1-year?</p>	<p>After the warranty period, any system adjustment requests will stem from the facility as part of their general operating maintenance plan and not through this contract.</p>
<p>6 How many VARs do you intend to select?</p>	<p>There will be one VAR selected for each of the 3 Grand Divisions of the State for a total of up to 3. A respondent may propose on any or all of the 3 Grand Divisions and may be awarded contracts for more than 1 Grand Division.</p>
<p>7 How soon will projects be selected for development?</p>	<p>Once contracts have been awarded under this procurement, the State intends to promptly begin bringing projects forward for approval by the State Building Commission. After a project has been approved by the State Building Commission, then work will be requested and contracted for in accordance with the Work Procedures set forth in Pro Forma Contract Attachment B. The State has identified projects having an estimated total value of over \$9,000,000 that could be completed using selected Value Added Resellers.</p>
<p>8 When will the budget be approved?</p>	<p>Individual project budgets will be approved in accordance with the Work Procedures set forth in Pro Forma Contract Attachment B.</p>
<p>9 For Value Engineering purposes, will a scope of work be released before the final negotiations on each project?</p>	<p>Each project will have a scope of work defined in the Request for Proposal. Refer to the Work Procedures set forth in Pro Forma Contract Attachment B regarding establishment of approved scope and budget for individual projects.</p>
<p>10 What is the timeframe from bid, to award, to project start?</p>	<p>Refer to response #7. Short project turnaround is an important feature of this contract and is identified in Pro Forma Contract Attachment B – Work Procedures.</p>
<p>11 What vendors has the State negotiated prices with?</p>	<p>Multiple vendors have offered National Pricing to the State which will be extended to the successful respondents. Conversations with additional vendors are ongoing.</p>
<p>12 Can we have copy of the negotiated price list?</p>	<p>Vendor contact information will be provided to the successful proposer(s) once this contract has been negotiated.</p>

QUESTION / COMMENT	STATE RESPONSE
13 If a product is not listed, but conforms to the Form, Fit and Function, can it be used?	A product that meets the performance specification and is specifically approved by the State in writing will be acceptable as addressed in Pro Forma Contract Attachment D.
14 Item 9. Cost Estimation Procedures - a.2 of Attachment B – Work Procedures states: “All projects shall have quoted prices by a minimum of three (3) suppliers for all lighting fixtures and equipment over Seventy-Five and no/100ths dollars (\$75.00) in value” Does this statement implicate there are no pre-negotiated pricing?	Yes, there is no pre-negotiated pricing attached to this RFP. This contract requires the successful respondent to demonstrate to the State as part of individual project proposals that products are competitively procured.
15 Are we allowed to use any Building Automation software as long as it can interface with the ZigBee Alliance platform?	The State currently utilizes multiple Building Automation System vendors. Refer to response #13.
16 Are prevailing wage rates required?	No, unless Federal funds are involved with the project which is not anticipated.
17 Is DLC an acceptable alternative to Energy Star when evaluating LED fixtures?	Refer to response #13. A DLC certified fixture would be considered on an individual project basis.
18 Can a 3rd party Zigbee control device be integrated with the fixture to meet the "LED lighting fixtures shall contain embedded Zigbee® Certified chip" requirement stated in Attachment D: Owner Project Requirements – Lighting Requirements?	Refer to response #13. Pro Forma Contract Attachment D states that fixtures that do not contain an embedded ZigBee ® Certified chip will be approved on a project basis.